

Before the
FEDERAL COMMUNICATIONS COMMISSION
Washington, D.C. 20554

In the Matter of)
) MM Docket No. 99-145
) RM - 9336
Amendment of Section 73.202(b),)
Table of Allotments,)
FM Broadcast Stations.)
(Mishicot, Wisconsin and)
Gulliver, Michigan))

RECEIVED

JUN 28 1999

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

To: Chief, Allocations Branch
Policy & Rules Division (Mass Media Bureau)

**COMMENTS OF
GREAT LAKES RADIO, INC.**

Comes now **Great Lakes Radio, Inc.** ("Great Lakes"), by Counsel, and hereby submits these Comments in response to the Commission's *Notice of Proposed Rule Making and Order to Show Cause (DA 99-868, released May 7, 1999) ("NPRM")*. In support hereof, Great Lakes submits the following:

1. Great Lakes is the Licensee of Radio Station WCMM-FM at Gulliver, Michigan.
2. The Commission's NPRM proposes an involuntary frequency change for Radio Station WCMM-FM (from Channel 234C1 to Channel 273C1) to accommodate a facilities upgrade for Radio Station WGGM-FM at Mishicot, Wisconsin.
3. The Commission's NPRM indicates that the Licensee of Radio Station WGGM-FM "has acknowledged its responsibility to reimburse Station WCMM, Gulliver, Michigan, for the reasonable costs in changing frequency."

No. of Copies rec'd
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074

NPRM, at para. 3. Although this may be true, counsel for Great Lakes has experienced repeated controversy over cost-reimbursement matters in previous rule making proceedings -- with one such controversy resulting in several years of civil litigation. In order to avoid such controversy here, Great Lakes submits certain information to the Commission, along with a suggested procedure to ensure that Radio Station WGGM-FM fulfills its cost reimbursement commitment.

4. Attached hereto as Exhibit No. 1 is an itemization of expenses compiled by Great Lakes regarding the costs it will incur in changing the frequency of WCMM-FM as a result of this rule making proceeding. Great Lakes has obtained actual cost quotes from the Harris Corporation for equipment, from St. Paul Tower for tower crew services, from Broadcast Electronics for transmitter modifications, and from other companies for advertising and promotional costs associated with the frequency change. All of these expenses total \$168,456.40, as indicated in Exhibit No. 1.

5. Great Lakes submits that the Commission should direct the parties to prepare and execute a formal "Cost Reimbursement Agreement" before this proceeding is concluded, so that there will be no controversy in the future that would delay the implementation of the matters at issue here./¹ Such an

¹ Great Lakes also wishes to advise the Commission that Gulliver, Michigan is located in a region of the country that has a very long and severe winter. The cost estimates submitted herein do not include winter tower installation work, since it is very difficult to find crews willing to do such work at that time of year.

agreement will provide the Commission with a reasonable degree of certainty that all matters necessary to effectuate the proposal have been worked out, and that the Commission itself will not be drawn into any civil litigation that could ensue between the parties over these cost reimbursement matters.

WHEREFORE, the foregoing premises considered, Great Lakes submits that it and Bay-Lakes-Valley Broadcasting, Inc. be ORDERED to prepare and execute a Cost Reimbursement Agreement for the reimbursement to Great Lakes of the documented costs associated with the involuntary frequency change for Radio Station WCMM-FM.

Respectfully submitted,

GREAT LAKES RADIO, INC.

By: 
Cary S. Tepper

Its Attorney

Booth, Freret, Imlay & Tepper, P.C.

5101 Wisconsin Avenue, N.W.

Suite 307

Washington, D.C. 20554

(202) 686-9600

June 28, 1999

Exhibit No. 1

(Cost Reimbursement Itemization)



Great Lakes Radio Inc.

Serving the people of the Great Lakes since 1990

WYIQ Stereo 1490 AM - **WCMM FM** 94dot7 Country - **WKQS FM** Sunny 102

June 25, 1999

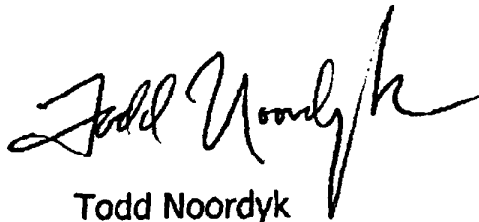
To whom this concerns;

I will incur **\$168,456.40 in expense** to replace what I have by the *forced* relocation of my frequency 94.7fm to 102fm. This figure does include a \$50,000.00 budget to let people know of the change from our 9 years at 94.7fm.

Please ensure that my **new expense of \$168,456.40 is covered** so I can **stay in business** and continue serving the people of the Upper Peninsula.

The following pages contain the bids and quotes to move.

In service to our community;


Todd Noordyk



Great Lakes Radio Inc.

Replacement - Summary Details:

			<u>SUB-TOTALS</u>
ANTENNA;	From; Harris		
	Price;	56,440.00	
	Freight;	3,000.00	
	6% Tax;	3,566.40	
	sub-total;		63,006.40
TOWER CREW,	From; St. Paul Tower		
	Price;	15,900.00	
	Sub-total;		15,900.00
TRANSMITTER;	From; Broadcast Electronics		
	Price;	4,250.00	
	Sub-total;		4,250.00
BUS SIGNS;	From; Marc-Data-Alger Tran		
	Price;	30 buses at 1 per side	
		60 signs @ \$100 each	
	Sub-total;		6,000.00
BILLBOARD;	From; 9 locations around our area		
	Price;	Re-do all billboards with new	
		Frequency on it @1,800 each	
	Sub-total;		16,200.00
VEHICLES;	From; area vehicles for re-lettering		
		Boombox, Sunnymobile, GMC 1ton	
		Van 1, Van 2, pickup	
	Price;	\$1,000 per vehicle	
	Sub-total;		6,000.00
OFFICE SIGNAGE;	From; 3 sales offices and studio		
		4 neon signs & 3 office signs	
	Sub-total;	7 signs at \$500 each	3,500.00
TENT SIGNS-BANNERS;	From; 3 sales offices and studio		
		12 tents signs - 4 banners	
	Sub total;	12 @ \$300 each	3,600.00
Total..			\$118,456.40

**- Fax Cover Sheet -****Date:** June 25, 1999**Pages:** 1 of 9**To:** Todd Noordyk
WCMM / WGLQ / WKQS
FAX 906-227-7777
Phone 906-228-9717**From:** Tom Harle
Harris Corporation
FAX 630-420-9171
Phone 630-420-8899
E-Mail tharle@harris.com**Subject:** Proposal 21F9126

Here is our budgetary proposal for a ten bay FM antenna. We are now able to offer the next generation of "rototiller" design FM antennas, the Harris SKYTILLER™. It features:

- » Corrosion resistant elements are constructed of 3-1/8" heavy brass tubing.
- » 3-1/8" heavy-wall element arm with welded (not soldered or brazed) joints for increased mechanical strength.
- » Natural end seals eliminates fiberglass material and need for sealing compounds
- » No "pin" type inner insulators. Uses solid insulator supports inner connector to eliminate the need to "punch" inner connector.
- » Mounting brackets of zinc spray-weld coated high strength steel.
- » Stainless steel mounting hardware.
- » The feed point to the elements is not exposed. It is protected in a pressurized environment.
- » A pressure relief valve is now included as standard and allows easy purging of main line without a tower crew.

The price shown includes radomes. Tax would be at 6% and estimated freight would be \$3,000. Please call me at 1-630-420-8899 if you have questions.

A handwritten signature in black ink, reading "Tom Harle". The signature is fluid and cursive, with the first name "Tom" and last name "Harle" clearly distinguishable.

IMPORTANT/CONFIDENTIAL: This facsimile transmission is intended only for the addressee above. It may contain information that is confidential or otherwise, protected from disclosure. Any review, dissemination or use of this transmission or its contents by persons other than the addressee is prohibited. If you have received this transmission in error, please notify us immediately. Thank you!



Reference: FM ANTENNA

Proposal Number: 21F9126

Date of Proposal: 25 June 1999

EQUIPMENT PROPOSAL

for

WCMM

Great Lakes radio

101 Heron Ct.
Negaunee, MI 49868

Attn: Mr. Todd Noordyk

Phone 906-227-7777
FAX 906-226-9171

We are pleased to present this Proposal to supply the equipment as listed and priced in the attached schedule. All orders are subject to final confirmation and acceptance by Seller at its home office.

HARRIS CORPORATION Broadcast Systems Division

Presented By

Tom Haris
District Sales Manager
Harris Corporation
Broadcast Systems Division
1913 Fairoak Road
Naperville, IL 60565-2819

(630) 420-8899
FAX (630) 420-9171
E-MAIL: tharis@harris.com

HARRIS BROADCAST SYSTEMS DIVISION □ P.O. BOX 4290 □ QUINCY, ILLINOIS 62305

HARRIS

Proposal Number: 21F8126

WCMM

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NO.	QTY.	STOCK NO.	DESCRIPTION	UNIT PRICE	TOTAL
			GROUP A - FM ANTENNA		
1	1	HARSKH-10AC	<p>Harris SKYTILLER SKH-10AC 10-Bay, High Power Circularly Polarized FM antenna complete with support brackets, 3-1/8" interbay line, center type feed, 3-1/8" input connector, 39 kW input power rating, 5.680 horizontal and vertical power gain, weight 1138 lbs., windload 1663 lbs. based on 50 PSF flat surfaces and 33 PSF on round surfaces. Length approximately 90 ft. long from center of top bay to center of bottom bay.</p> <p>HARRIS QUARTER-WAVE SHORTING STUB INCLUDED The quarter-wave shorting stub places the SKH antenna at DC ground potential for static drain protection against lightning and static electricity.</p>	40,990.00	40,990.00
2	10	HARSK-RADOME	<p>Harris SKYTILLER Antenna Radome Assembly. Fiberglass enclosure of the antenna radiating element for protection against icing. Price per bay. NOTE: Anti-rotation brackets required when antennas with radomes are mounted on legs less than 5 inches in diameter.</p> <p>•</p> <p>IMPROVED "ROTOTILLER" DESIGN: The Harris SKH High Power, Circularly Polarized FM Antenna takes the "rototiller" design to new levels of performance and reliability.</p> <p>INCREASED RELIABILITY & DURABILITY:</p> <ul style="list-style-type: none"> • Corrosion resistant elements are constructed of 3-1/8" heavy brass tubing. • 3-1/8" heavy-wall element arm with welded (not soldered or brazed) joints for increased mechanical strength. • Natural end seals eliminates fiberglass material and need for sealing compounds • No "pin" type inner insulators. Uses solid insulator supports inner connector to eliminate need to "punch" inner connector. • Mounting brackets of zinc spray-weld coated high strength steel. • Stainless steel mounting hardware. <p>- More -</p>	1,545.00	15,450.00



Proposal Number: 21F0128

WGMM

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NO.	QTY.	STOCK NO.	DESCRIPTION	UNIT PRICE	TOTAL
			<p><u>GROUP A - FM ANTENNA</u> Continued....</p> <ul style="list-style-type: none"> • Another advantage of the SKH antenna is that the feed point to the elements are not exposed. The feed point and elements are protected in a pressurized environment. • A pressure relief valve is now included as standard and allows easy purging of main line without a tower crew. <p><u>INCREASED PERFORMANCE:</u></p> <ul style="list-style-type: none"> • Extremely broadband antenna. VSWR of 1.1:1 or less with field trimming. VSWR of 1.2:1 without field trimming when pole mounted or 1.3:1 when side mounted. • Circularity of ± 2 dB when top mounted. <p><u>DEICING:</u></p> <ul style="list-style-type: none"> • Because of the wide bandwidth, the SKH antenna is relatively immune to normal icing conditions. Typically, the VSWR of a SKH will be less than 1.5 to 1 (less than 4% reflected) with 1/2 inch of radial ice. • Heating elements and radomes are available. <p><u>MOUNTING:</u></p> <ul style="list-style-type: none"> • If the antenna is to be mounted on a tower leg of 3 inches or less outer diameter, anti-rotation brackets are required at \$125.00 per bay. • If the antenna is to be mounted on a tower face of more than 52 inches, an additional charge for special mounting brackets will be necessary. Cost is dependent on tower size. <p>- More -</p>		



Proposal Number: 21F0126

WCMM

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NO.	QTY.	STOCK NO.	DESCRIPTION	UNIT PRICE	TOTAL
			<p><u>GROUP A - FM ANTENNA</u> Continued....</p> <p>* ANTENNA MOUNTING INFORMATION MUST BE FURNISHED TO HARRIS AT THE TIME THE ANTENNA IS ORDERED. *</p> <p>* Frequency: _____ MHz *</p> <p>* Tower Hft: _____ *</p> <p>* Tower Model No: _____ *</p> <p>* Leg Diameter: _____ *</p> <p>* Face Width: _____ *</p> <p>* Face Mount [] Leg Mount []</p> <p><u>FM ANTENNA APPLICATION NOTES</u></p> <p>PATTERN STUDY & PATTERN OPTIMIZATION. The antenna mounting structure (tower or pole) may effect the circularity of the FM pattern. The effect of the pattern distortion can be measured on the factory test range with a PATTERN STUDY. Correction of antenna pattern distortion may be possible with the use of parasitic elements mounted near the antenna for PATTERN OPTIMIZATION. Cost is dependent on tower size and will be quoted on request.</p> <p><u>COVERAGE</u></p> <p>Coverage provided by any FM antenna is a function of transmitter power, antenna height, antenna azimuth, elevation patterns, terrain profile and the effects of the tower, guys, and nearby structures. Because these factors are beyond the control of Harris, Harris cannot guarantee maximum or minimum signal strength or coverage capabilities of FM antennas. Harris recommends these factors be analyzed by an experienced consulting engineer to determine if the proposed antenna can be expected to meet your general coverage objectives.</p> <p>- More -</p>		



Proposal Number: 21F9126

WCMM

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NO.	QTY.	STOCK NO.	DESCRIPTION	UNIT PRICE	TOTAL
			<u>GROUP A - FM ANTENNA</u> Continued....		
			<u>CO-SITED ANTENNAS</u> Other transmitting and receiving systems located on the same tower and nearby may be affected by the operation of the proposed FM antenna. Under certain conditions, RF filtering may be required to conform with FCC rules and permit usable performance of all systems. Harris recommends this subject be referred to an experienced consulting engineer. Harris can provide required RF Filtering. <u>OPTIONS:</u> Note: The following items are options listed for reference only. The prices are not added in the group totals below.		
3	0	HARSK-ANTIROTATE	Harris Anti-Rotation Bracket. Required for leg mounted FM Skytiller antennas when leg O.D. is 3" or less (5" with radomes). Price per bay.	125.00	
4	0	HARSK-HALFWV	Harris SKYTILLER Half-Wave Length Spacing Half-wave length spacing between elements of SKYTILLER FM antenna. Limits downward RF radiation.		
5	0	HARSK-BTILT	Harris SKYTILLER Antenna Beam Tilt Specify beam tilt: Beam Tilt _____°	695.00	
6	0	HARSK-NFILL	Harris SKYTILLER Antenna First Null Fill Specify first null fill: First Null Fill _____%	895.00	
7	0	HARSK-2NFILL	Harris SKYTILLER Antenna Second Null Fill Specify first null fill: First Null Fill _____%	1,295.00	
			- More -		



Proposal Number: 21F9126

WCMM

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NO.	QTY.	STOCK NO.	DESCRIPTION	UNIT PRICE	TOTAL
			<u>GROUP A - FM ANTENNA</u> Continued....		
			<u>NOTES ON BEAM TILT & NULL FILL</u> Beam tilt and/or null fill may be desired for best coverage of station's service area, as recommended by buyer's technical consultant. Antenna gain is slightly reduced somewhat when beam tilt and/or null fill are utilized, and input power rating may be lowered. Harris will provide revised gain and power ratings for antenna when tilt and fill are specified. NOTE: Beam tilt and/or null fill available as a standard options on center-fed antennas for the prices shown below. End-fed antennas may be specified for beam tilt and null fill on a custom basis (please inquire).		
			TOTAL, GROUP A - FM ANTENNA		\$56,440.00



Proposal Number: 21F9126

WCMM

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SUMMARY - PART I

(PRICES QUOTED ARE VALID FOR 90 DAYS UNLESS OTHERWISE NOTED)

I. SUMMARY OF GROUPS:

GROUP A - FM ANTENNA	\$56,440.00
Total Equipment Price	\$56,440.00

2. TYPE OF ORDER: FIRM CONTINGENT ORDER IS CONTINGENT UPON:

(CHECK ONE)

(CONTINGENT ORDER REQUIRES MINIMUM OF 10% WITH ORDER AND
BALANCE OF DOWNPAYMENT WHEN ORDER IS MADE FIRM)**3. ESTIMATED FACTORY AVAILABILITY OF EQUIPMENT:**ITEM/GROUP*ESTIMATED AVAILABILITY

All Items 30 to 60 days after receipt of firm order.

* TO PERMIT SHIPMENT AS INDICATED, IT IS IMPERATIVE THAT ALL INFORMATION RELATIVE TO FREQUENCY, VOLTAGE, TRANSMISSION LINE LENGTH, ANTENNA MOUNTING DETAILS, OR SUCH OTHER EQUIPMENT CONFIGURATION PARAMETERS OR INFORMATION AS REQUIRED FOR YOUR USE, BE PROVIDED WITH THIS PROPOSAL OR UPON REQUEST BY HARRIS. YOUR FAILURE TO SUBMIT THE INFORMATION MAY RESULT IN A DAY-FOR-DAY DELAY IN THE SHIPMENT OF THE ARTICLES.

4. REQUESTED TERMS OF SALE: (PLEASE CHECK APPLICABLE BOX)☐ CASH WITH ORDER
☐ 1/3 DOWNPAYMENT WITH ORDER
☐ 1/3 WHEN NOTIFIED READY TO SHIP
☐ 1/3 NET INVOICE AFTER SHIPMENT
☐ FINANCING OR LEASING☐ OTHER - EXPLAIN _____

NOTE: ALL FINANCE ARRANGEMENTS ARE SUBJECT TO APPROVAL. AN INTEREST CHARGE OF 1 1/2 % PER MONTH ON THE MAXIMUM CHARGEABLE BY LAW WHICHEVER IS LOWER MAY BE APPLIED BY HARRIS WITH RESPECT TO INVOICES NOT PAID WITHIN THE PERIOD INDICATED UNDER PAYMENT ARRANGEMENTS ABOVE.

HARRIS

Proposal Number: 21F9128

WCMM

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SUMMARY - PART IIREQUESTED SHIPMENT DATE:
ITEM/GROUP

(Complete This Section When Signing Order.)

REQUESTED SHIP DATE

GROUP A - FM ANTENNA

NOTE: SEE ARTICLE OF TERMS AND CONDITIONS

CONTRACT PRICE:

TOTAL EQUIPMENT/SERVICES PRICE (From Part I) \$56,440.00

EQUIPMENT PRICE ** \$56,440.00

ALL PRICES ARE NET, F.O.B. MANUFACTURING SHIPPING POINT(S), AND ARE SUBJECT TO ADJUSTMENT AS HEREIN PROVIDED.

** State and local sales tax, in effect at time of shipment, will be added to all invoices as applicable.

If tax exempt, provide exemption number for the state to which equipment is to be shipped. EXEMPTION NUMBER _____

NOTICE: THIS EQUIPMENT LIST IS INTENDED TO BE RESPONSIVE TO YOUR REQUIREMENTS AS DESCRIBED BY YOUR ORGANIZATION TO THE HARRIS REPRESENTATIVE. YOU SHOULD REVIEW THE EQUIPMENT LIST CAREFULLY WITH YOUR TECHNICAL CONSULTANT TO ASSURE THAT THE LIST MEETS YOUR NEEDS.

ACKNOWLEDGEMENT OF TERMS: by signing this proposal in the space below, you represent and acknowledge that you have fully read, understand, and accept the terms of this proposal, including the "General Terms and Conditions of Sale for Broadcast Equipment and Service", attached herein; that this proposal contains the complete agreement between purchaser and Harris with respect to the articles described herein; that any other agreements, representation, and warranties, whether oral or in writing, made prior to or at the time of signing this proposal, are excluded and replaced by the terms herein; and that no change or addition to this proposal shall be valid or enforceable unless made in writing and accepted by Harris.

ACCEPTANCE OF PROPOSAL: When this proposal is signed by purchaser, returned to Harris Broadcast Division and accepted by Harris at its office in Quincy, Illinois, the proposal shall become a binding agreement for the purchase from Harris of the articles described herein, upon the terms specified, including Harris' "General Terms and conditions of Sale for Broadcast Equipment and Service".

This proposal, consisting of pages numbered 1 to 8, inclusive, is hereby accepted this _____ day of _____, 19____.

COMPANY NAME _____

PRINT OR TYPE

BY X _____

SIGNATURE OF AUTHORIZED REPRESENTATIVE

TITLE

BY X _____

SIGNATURE OF AUTHORIZED REPRESENTATIVE

TITLE



**PO BOX 539
RIVER FALLS, WI 54022-0539
(715) 425-7473
FAX (715) 425-7122**

TO: Tom Noordyk

COMPANY: Great Lakes Radio

FAX NUMBER: (906) 228 - 9717

FROM: Dick Lindorfer

OF PAGES INCLUDING COVER SHEET 2

MESSAGE

St. Paul Tower
113 South Main Street
P.O. Box 539
River Falls, WI 54022
(715) 425-7473
Fax (715) 425-7122



Date: June 25, 1999

Estimate To:

Great Lakes Radio
WCMH

Attn: Tom Mooradyk

Estimated By: Dick Lindorfer

Start Date: Summer 2000

Job Location: Gulliver - Cook, MI

Job Phone:

JOB DESCRIPTION

TAKE DOWN EXISTING 10 BAY FM ANTENNA AT THE 700' LEVEL OF EXISTING TOWER.
INSTALL NEW 10 BAY ANTENNA AT SAME LEVEL.

RECONNECT TO EXISTING RISE

ASSIST IN TUNING AND SNEPPING

REMOVE ALL INSTALLATION GENERATED DEBRIS FROM SITE.

SPECIAL ITEMS NEEDED

Additional Information pertaining to this Job Estimate

Any unforeseen delays not caused by St. Paul Tower, such as incorrect parts, site releveling, shortage of materials, etc., will be billed to Great Lakes Radio at a rate of \$65.00 per hour, per man. Price does not include any applicable sales tax that may be assessed on purchases needed to perform job, or on labor performed in the state of Wisconsin.

Total Estimated

Job Cost \$15,900.00

Authorized
Signature

DUPLICATE - CLIENT COPY

**BROADCAST
ELECTRONICS INC**

Z 4100 N. 24th St., P.O. Box 3606, QUINCY, IL 62305-3606 U.S.A. PHONE (217) 224-9600. TELEX: 260142 FAX (217) 224-9607

FAX COVER SHEET

Date June 25, 1999Number of pages including cover sheet: 2TO: *Todd Noordyk*
*WKQS-FM*Phone *(906)227-7777*
Fax Phone *1-906-228-9717*FROM: *Travis Harris*
Senior Account Manager
Broadcast Electronics, Inc.
4100 North 24th Street
P.O. Box 3606
Quincy, Illinois 62305-3606
Phone *217-224-9600 ext. 278*
Fax Phone *217-224-5629*

Dear Todd:

Here is the proposal that we discussed.

If you have any questions or comments, please contact me.

Sincerely,

Travis Harris
Senior Account Manager



**Solutions For
Tomorrow's Radio**

Broadcast Electronics Equipment Proposal

June 25, 1999

Page 1 of 1

WKQS-FM
Todd Noordyk
2025 US 41 W
Marquette, MI 49855

Quote #: TH062599
Quote Reference: FM On-Site

Phone #: 906-227-7777
Fax #: 906-228-9717

Item	Qty.	Part #	Description	Each	Total
1.	3	NPN-84	Broadcast Electronics Customer Service Engineering for installation supervision, proof of performance, equipment checkout, and training. Daily rate \$750 per man day. Does not include travel (ticket) expense, lodging, food, or local transportation. Expenses invoiced at cost.	750.00	\$2,250.00
TOTAL					<u>\$2,250.00</u>

The terms and conditions of this order are printed on separate pages and upon acceptance of this order by Seller at its home office in Quincy, IL, shall be binding upon Seller and Purchaser.

PURCHASER'S ACCEPTANCE
The above Quotation is accepted:

Estimated Shipment From Factory and acceptable payment assignments 30 days after receipt of purchase order.

Payment terms: 100% with order

A financing charge of one and one-half percent (1-1/2%) will be charged on any unpaid balance if full payment is not made within 30 days after shipment and no financing arrangements have been made. Payment terms are subject to prior credit department approval.

The price and shipment estimate quoted are valid for 60 days from date of this quotation.

The price does not include any applicable taxes unless so stated by line item.

BROADCAST ELECTRONICS, INC.

Quotation Submitted By: Travis Harris

Title: Travis Harris - Senior Account Manager

Q-100-11/92

Company _____

Address _____
City _____ State _____

Signature _____ Date _____

Title _____

Customer Order No. _____

Ship to: ☐ Same as above ☐ As follows

Ship VIA: ☐ Motor Frt. ☐ UPS ☐ UPS-Blue
☐ Air Frt. ☐ Air Exp. ☐ Parcel Post
☐ Air Parcel Post ☐ Electronic Van

4100 N. 24th Street • P.O. Box 3606 • Quincy, IL 62305-3606 USA • Telephone (217) 224-9600 • Fax (217) 224-5629



The Original Day After Tomorrow Sign

- * BANNERS
- * RETAIL SIGNS
- * MAGNETIC SIGNS
- * BUILDING SIGNS
- * INDUSTRIAL SIGNS
- * ADA SIGNS
- * WINDOW LETTERING
- * VEHICLE LETTERING

Now Signs & Banners
10000 Highway 100, Box 100, St. Louis, MO 63114
Phone: (314) 241-1000
Fax: (314) 241-1001
E-Mail: info@nowsigns.com
Web: www.nowsigns.com

June 15, 1999

Quote #: 061599-03

Mr. Todd Noordyk;

We are pleased to quote this job. The price
Will be good for 90 days. Please add an
additional 5% if the job is for next summer.

Billboards;

9 painted - re-lettered - installed
\$1,800 per board.....\$29,300.00

Vehicles;

6 vehicles stripped of old paint and tape
Re-lettered and painted
\$1000 per vehicle.....\$ 6,000.00

Office Signage;

Removal of old signs and neon
Installation of new signage
7 signs at \$500 each.....\$ 3,500.00

Tent Signs-Banners;

Replacement of 12 tent signs
With new numbers
12 at \$300 each.....\$ 3,600.00

Total bid; \$29,300.00

Marketing Plan to invest the \$50,000 in 40 days:**Print media:**

Marquette Mining Journal;	\$1,000 a page per day
Marquette Action Shopper	\$800 a page once a week
Delta County Shopper;	\$700 a page once a week
Escanaba Daily press;	\$1,000 a page per day
Muninsing news;	\$400 a page per day
Schoolcraft County news;	\$500 a page per week
Action News Central UP;	\$500 a page per week

Television:

WLUC TV6;	\$300 per ad in the news
WBKPTV5 & 10;	\$150 per ad in the news
WJMN TV13- Trenary;	\$125 per ad in the news
BRESNAN Cable;	\$\$50 per ad rotating

Mailers to clients:

300 clients;	\$1,000 per time
--------------	------------------

Office ;

	\$200 per box
--	---------------

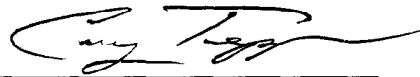
- Stationery
- Envelopes
- Contracts
- Business Cards
- Brochures
- Marketing pieces

CERTIFICATE OF SERVICE

I, Cary S. Tepper, Esquire, hereby certify that on this 28th day of June, 1999, I have served a copy of the foregoing "**Comments of Great Lakes Radio, Inc.**" first-class, postage-prepaid, on the following:

*John A. Karousos
Chief, Allocations Branch
Federal Communications Commission
445 12th Street, S.W.; Room A-321
Washington, D.C. 20554

John F. Garziglia, Esquire
Pepper & Corazzini, L.L.P.
1776 K Street, N.W.; Suite 200
Washington, D.C. 20006

A handwritten signature in black ink, appearing to read 'Cary Tepper', written over a horizontal line.

Cary S. Tepper, Esq.

*/ indicates delivery by hand